

## **EXHIBIT C**

# NICELY DONE

## consulting

June 10, 2010

Mr. Dan Contorno  
Chief Financial Officer  
Marana Unified School District  
11279 W. Grier Road  
Suite 107  
Marana, AZ 85653

Mr. Contorno:

After review of the Marana Unified School District RFP Proposal Number "MUSD 06-020 E-Rate WAN," I failed to find any specification that was or had the appearance of being proprietary to one vendor; or that would prohibit the procurement from being a fair and open competitive process.

The RFP contained two primary specifications:

- A Wide Area Network that integrates Voice and Data Services
- The media, or mode of transport, was undetermined so that all modes would be considered; including wireless, fiber optic cable, or high speed copper cable

The RFP contained detailed specifications that are normal and frequently specified in a procurement of this kind:

- 100 Mbs Bandwidth on the Wide Area Network to carry Voice, Data, and Video Services
- Quality of Service for Voice Traffic
- A Service Level of 99.99% uptime

There were no specifications unique to a single vendor or source.

Addressing the first primary specification, the District was seeking to obtain an integrated solution to provide bandwidth for both voice and data traffic. This is not uncommon, especially with the advent of Voice over IP technologies where voice traffic is in fact integrated with data traffic. Indeed, the USAC has approved many funding requests for just such solutions. There are certain advantages for the District to have these services provided by a single vendor:

- Scale of Economy in pricing for these services
- Reduced costs and resource requirements by having only one network to support
- Single vendor problem resolution eliminates "finger-pointing"
- Simplified billing

The fact that the District sought an integrated solution may have excluded some potential vendors, who only provide data services, from providing a response. But there still remains sufficient numbers of vendors that can provide these integrated services to allow for a fair and open competitive procurement process.

# NICELY DONE consulting

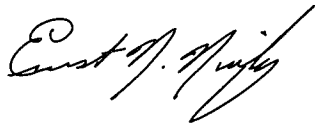
Most any procurement that includes RFP specifications has the effect of excluding some vendors. That is the purpose of having specifications; as long as the specification is not proprietary to one source, and there are a sufficient number of vendors who would be able to respond to such procurement to provide a fair and open competitive process. A case in point is that if a district has standardized on a particular brand of network electronics, it has a right to continue to specify that particular brand of equipment in a procurement process, even though there will be vendors that are not resellers of that brand of equipment; again as long as there are sufficient vendors able to respond to provide a competitive process.

In this case, there are vendors who were not be able to provide an integrated solution for voice and data, yet there were sufficient numbers of vendors who could provide an integrated solution for voice and data to provide for a fair and open competition. There are six such vendors listed on the Arizona State Master Contract alone.

Further, the second primary specification, as stated in the Scope of Work Project Overview that "The media of this network is undetermined, and all modes will be considered (i.e. Wireless -licensed and/or unlicensed- and/or fiber optic cable and/or high speed copper cable or any combination thereof), with SLA guarantees" had the effect of opening the procurement process to more potential vendors. As stated above, there are six Arizona State Master Contract vendors that are capable of and do provide integrated voice, data, and video services via wireless or Metropolitan Optical Ethernet, built with fiber optic and/or high speed copper cable infrastructures.

In summary, my review concludes that there are no specifications in both the Terms and Conditions or the Scope of Work contained in the RFP Specification "MUSD 06-020 E-Rate WAN" that would have the effect of preventing a fair and open competitive process. This is based on 32 years of experience in writing technical RFP specifications and conducting technical procurement processes.

Sincerely,

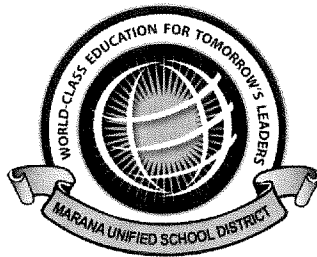


Ernest N. Nicely  
Partner  
Nicely Done Consulting, LLP

## EXHIBIT D

#### GOVERNING BOARD

Eric Brandriff, President  
John Lewandowski, Vice President  
Suzanne Hopkins, Member  
Maribel Lopez, Member  
Dan Post, Member



#### ADMINISTRATION

Doug Wilson, Ed.D., Superintendent  
Carolyn Dumler, Ed.D., Assistant Superintendent  
Jan Truitt, Ed.D., Assistant Superintendent  
Dan Contorno, Chief Financial Officer

June 21, 2010

To Whom It May Concern:

I have been Marana Unified School District's Director of Technology since July, 2008. In connection with the letter dated June 1, 2010 from Pina Portanova of the USAC Schools and Libraries Division ("SLD"), I have reviewed the District's files regarding its contract with Trillion for WAN data and telephone services. Based upon my review, I believe that the actions taken by my predecessor in issuing an RFP for both wireless wide area networking (WWAN) and voice over internet protocol (VOIP) exhibited sound judgment.

There are numerous companies, including Trillion, that provide services of this type, and the bundling of services with one provider leads to significant benefits for the customer (in this case, the District). Companies like Trillion are commonly called "Value Added Resellers" (or VAR's), and since the 1990's (and possibly before), VAR's have been a fixture in American business, and in particular, the technology sector.

According to Wikipedia.org:

*"A value-added reseller (or VAR) is a company that adds features to an existing product, then resells it (usually to end-users) as an integrated product or complete "turn-key" solution. This practice occurs commonly in the electronics industry, where, for example, a VAR might bundle a software application with supplied hardware."*

It has been my experience that VAR's have provided better levels of service to the end user. For example, prior to coming to the District I was employed at PSINet, a first-tier internet service provider (ISP) located in Herndon, VA in the mid-1990's. PSINet would commonly purchase (on behalf of its client) T1, T3, or fiber circuits for organizations to connect their existing local area network (LAN) to the internet. This circuit was owned and maintained by PSINet. The reason for this practice was two-fold:

- PSINet, by not allowing the customer to own the circuit, would be able to maintain an element of control so that troubleshooting service interruptions was easier and far more efficient
- Customers of PSINet had to place only one phone call when service interruptions occurred

By selling a complete package, PSINet became very popular. As a matter of fact, when considering the size of its competitors in the marketplace at that time (AT&T, Sprint, MCI, UUNet, etc.), PSINet did more than just hold its own; they flourished in many markets internationally.

Other well-known examples today are Cox Communications and Comcast Corporation, who for many years provided exclusively television service over a coaxial medium. Today, they provide both cable television and telephony services. Traditional telecommunications companies such as Qwest

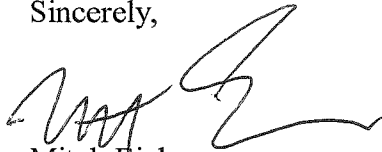
Communications, besides providing telephony, now partner with cell phone companies to provide digital services, as well as satellite companies to provide television services.

In short, when considering the many partnerships, as well as mergers and acquisitions that occur internationally, customers have come to expect "one-stop" shopping. By choosing one vendor to provide a multitude of services, it eliminates the ability of any one vendor to "point the finger" at another service provider for service disruptions.

As a person who was not employed by the Marana Unified School District at the time of the RFP being awarded to Trillion, and who has never worked for the previous Director of Technology, Mr. Dan Hunt, I feel that I can be very objective when looking at the decision to require a single company to provide different services. Consolidation of services to a single vendor is not only popular, it is preferred by many, both inside and outside my profession. It is preferred not only because of increased service levels, but also because it simplifies every aspect of dealing with a vendor, from service interruptions to billing issues.

To be sure, every organization, including the District, must focus on cost containment. "Bundling" multiple services with a single vendor sometimes does not make financial sense. However, based on my review of the bids in this case, it seems clear that Trillion's RFP bid was less expensive than other vendors, and provided a "turn key" solution, thereby providing all of the benefits of a "value added reseller."

Sincerely,

A handwritten signature in black ink, appearing to read "Mitch Eichenseer", with a stylized flourish at the end.

Mitch Eichenseer  
Director of Technology  
Marana Unified School District

## **EXHIBIT E**

State of Arizona    )  
                                  ) ss  
County of Pima    )

I, Craig S. Rendahl, do hereby declare under penalty of perjury as follows:

1. I am currently employed by Marana Unified School District ("MUSD") as an Applications Manager.

2. In February 2006, I was employed by MUSD as Computer Technician.

3. As part of my duties for MUSD, I served on the committee that evaluated responses to RFP-MUSD-06-020 E-Rate WAN (the "RFP").

4. The RFP was issued in connection with an E-Rate Form 470 for Wide Area Network and IP Telephony Services, and bids were due by 1:00 p.m. on February 13.

5. The committee met on February 14 to review all of the proposals that were submitted by the February 13 deadline.

6. Each of the committee members had the opportunity to review each of the proposals and score them based upon a point matrix that was included in the RFP.

7. As a group, the committee decided that bids that did not include both WAN and telephone services would be considered unresponsive and would be scored accordingly.

8. During the meeting of the committee, Dan Hunt, the District's Director of Technology, instructed us each to review the proposals independently and objectively and score them as we deemed appropriate.

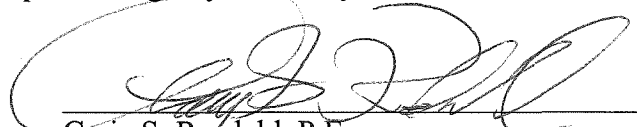
9. I reviewed and scored the proposals based exclusively on the materials submitted by the bidders, and noted on my scoring sheet specifically if a vendor was unresponsive with their bid overall and if a particular aspect of a bid was partially unresponsive to the points contained in the RFP.

10. My scoring of the proposals was not influenced by any outside vendor or by Mr. Hunt.

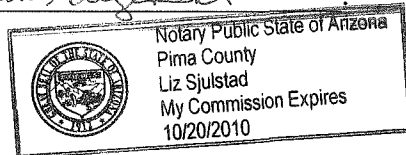
11. Of the two proposals that included both WAN and telephone services, it was my opinion that Trillion's proposal was the best, and Trillion's proposal scored significantly higher overall in the scoring matrix.

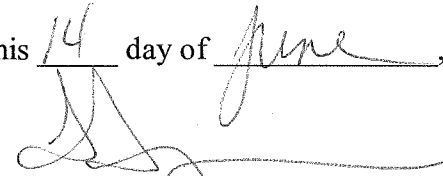


12. This Declaration is based upon my own personal knowledge, information, and belief. If called upon to testify in this proceeding, my testimony would be consistent with this Declaration.

  
Craig S. Rendahl, P.E.

SUBSCRIBED AND SWORN TO before me this 14 day of June, 2010,  
by acknowledgement



  
Notary Public

## EXHIBIT F

State of Arizona    )  
                              ) ss  
County of Pima    )

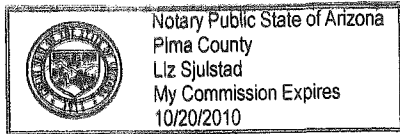
I, Charlie Hastings, do hereby declare under penalty of perjury as follows:

1. I am currently employed by Marana Unified School District ("MUSD") as Network Systems Manager.
2. In February 2006, I was employed by MUSD as a Computer/Network Technician.
3. As part of my duties for MUSD, I served on the committee that evaluated responses to RFP-MUSD-06-020 E-Rate WAN (the "RFP").
4. The RFP was issued in connection with an E-Rate Form 470 for Wide Area Network and IP Telephony Services, and bids were due by 1:00 p.m. on February 13.
5. The committee met on February 14 to review all of the proposals that were submitted by the February 13 deadline.
6. Each of the committee members had the opportunity to review each of the proposals and score them based upon a point matrix that was included in the RFP.
7. As a group, the committee decided that bids that did not include both WAN and telephone services would be considered unresponsive and would not be scored.
8. During the meeting of the committee, Dan Hunt, the District's Director of Technology, instructed us each to review the proposals independently and objectively and score them as we deemed appropriate.
9. I reviewed and scored the proposals based exclusively on the materials submitted by the bidders.
10. My scoring of the proposals was not influenced by any outside vendor or by Mr. Hunt.
11. Of the two proposals that included both WAN and telephone services, it was my opinion that Trillion's proposal was the best, and Trillion's proposal scored equal to or higher than STC in each category of the scoring matrix.

12. This Declaration is based upon my own personal knowledge, information, and belief. If called upon to testify in this proceeding, my testimony would be consistent with this Declaration.

  
Charlie Hastings

SUBSCRIBED AND SWORN TO before me this 15 day of June, 2010,  
by Acknowledgement.



  
Notary Public

## **EXHIBIT G**

State of Arizona     )  
                                      ) ss  
County of Pima     )

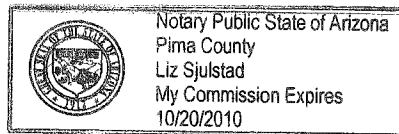
I, Thomas Payne, do hereby declare under penalty of perjury as follows:

1. I am currently employed by Marana Unified School District ("MUSD") as a Computer Network Manager.
2. In February 2006, I was employed by MUSD as Lead Computer Tech.
3. As part of my duties for MUSD, I served on the committee that evaluated responses to RFP-MUSD-06-020 E-Rate WAN (the "RFP").
4. The RFP was issued in connection with an E-Rate Form 470 for Wide Area Network and IP Telephony Services, and bids were due by 1:00 p.m. on February 13.
5. The committee met on February 14 to review all of the proposals that were submitted by the February 13 deadline.
6. Each of the committee members had the opportunity to review each of the proposals and score them based upon a point matrix that was included in the RFP.
7. As a group, the committee decided that bids that did not include both WAN and telephone services would be considered unresponsive and would not be scored.
8. During the meeting of the committee, Dan Hunt, the District's Director of Technology, instructed us each to review the proposals independently and objectively and score them as we deemed appropriate.
9. I reviewed and scored the proposals based exclusively on the materials submitted by the bidders.
10. My scoring of the proposals was not influenced by any outside vendor or by Mr. Hunt.
11. Of the two proposals that included both WAN and telephone services, it was my opinion that Trillion's proposal was the best, and Trillion's proposal scored equal to or higher than STC in each category of the scoring matrix.

12. This Declaration is based upon my own personal knowledge, information, and belief. If called upon to testify in this proceeding, my testimony would be consistent with this Declaration.

Thomas J. Payne  
Thomas Payne

SUBSCRIBED AND SWORN TO before me this 15 day of June, 2010,  
by Acknowledgement.



[Signature]  
Notary Public

## EXHIBIT H



State of Arizona    )  
                              ) ss  
County of Pima    )

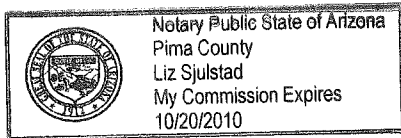
I, Jack Bullard, do hereby declare under penalty of perjury as follows:

1. I am currently employed by Marana Unified School District ("MUSD") as an Applications Manager.
2. In February 2006, I was employed by MUSD as a Computer Technician.
3. As part of my duties for MUSD, I served on the committee that evaluated responses to RFP-MUSD-06-020 E-Rate WAN (the "RFP").
4. The RFP was issued in connection with an E-Rate Form 470 for Wide Area Network and IP Telephony Services, and bids were due by 1:00 p.m. on February 13.
5. The committee met on February 14 to review all of the proposals that were submitted by the February 13 deadline.
6. Each of the committee members had the opportunity to review each of the proposals and score them based upon a point matrix that was included in the RFP.
7. As a group, the committee decided that bids that did not include both WAN and telephone services would be considered unresponsive and would not be scored.
8. During the meeting of the committee, Dan Hunt, the District's Director of Technology, instructed us each to review the proposals independently and objectively and score them as we deemed appropriate.
9. I reviewed and scored the proposals based exclusively on the materials submitted by the bidders.
10. My scoring of the proposals was not influenced by any outside vendor or by Mr. Hunt.
11. Of the two proposals that included both WAN and telephone services, it was my opinion that Trillion's proposal was the best, and Trillion's proposal scored higher in each category of the scoring matrix.

12. This Declaration is based upon my own personal knowledge, information, and belief. If called upon to testify in this proceeding, my testimony would be consistent with this Declaration.

Jack W. Bullard  
Jack Bullard

SUBSCRIBED AND SWORN TO before me this 21 day of June, 2010,  
by Acknowledgement.



[Signature]  
Notary Public

## **EXHIBIT I**

Vendors                      Answers to      RFP or No  
RFP Sent      Inquiry Sent      Bid Rec'd                      Notes

1 Qwest	1/18/2006	1/19/2006		Requested via email - based on
James Sanchez	10:54 p.m.	1/20/2006		instructions in the E-Rate Form 470
James.Sanchez@qwest.com		2/2/2006		<i>[Signature]</i>
<i>Came into office</i>		2/3/2006		
<i>2/22/05 p/u Trillion</i>		2/9/2006		<i>[Signature]</i>
<i>Pricing + copies of E-Rate</i>				02-13-06 10:40 IN

2 Trillion	1/18/2006	1/19/2006		Requested via email - based on
Gary Gaessler	10:47 p.m.	1/20/2006		instructions in the E-Rate Form 470
gary.gaessler@trillion.net		2/2/2006		<i>Fed E</i>
		2/3/2006		
<i>303-570-0003</i>		2/9/2006	<i>addendum</i>	02-13-06 10:35 IN
		02-13-06	P12:54 IN	<i>[Signature]</i>

3 Time Warner Tucson	1/18/2006	1/19/2006		Requested via email - based on
Mike Jones	10:50 p.m.	1/20/2006		instructions in the E-Rate Form 470
Mike.Jones@twtelecom.com		2/2/2006		
		2/3/2006		
		2/9/2006		

4 Simply Bits	1/23/2006	1/23/2006		Requested via email - based on
Bradley Feder	4:24 p.m.	2/2/2006		instructions in the E-Rate Form 470
bhf@simplybits.com		2/3/2006		<i>[Signature]</i>
<i>Brad Feder called</i>		2/9/2006		
<i>3/2, he sent for</i>				
<i>out to p/u copies of winning</i>				02-13-06 P12:06 IN
<i>pricing + E-Rate</i>				02-13-06 P12:06 IN

5 Conterra Ultra Broadband	1/23/2006	1/23/2006		Requested via email - based on
Kelley Boan	4:31 p.m.	2/2/2006		instructions in the E-Rate Form 470
kelley@westelco.com		2/3/2006		<i>Fed E</i>
<i>sent out copies of pricing</i>		2/9/2006		02-13-06 10:36 IN
<i>+ E-Rate to Kelley</i>				<i>[Signature]</i>
<i>Born &amp; Van Londen</i>				

Vendors                      Answers to      RFP or No  
RFP Sent      Inquiry Sent      Bid Rec'd                      Notes

6	Gaggle	1/26/2006	1/26/2006		Requested via email - based on
	Jeff Patterson	7:10 a.m.	2/2/2006		instructions in the E-Rate Form 470
	<a href="mailto:jeffpatterson@gaggle.net">jeffpatterson@gaggle.net</a>		2/3/2006	1/27/2006	Responded with information that
			2/9/2006		they will not be responding to bid.
					I asked for a No Bid document to
					be submitted.

7	Able Information Technologies, Inc.	1/26/2006	1/26/2006		Requested via email - based on
	Craig Ward	10:53 a.m.	2/2/2006		instructions in the E-Rate Form 470
	<a href="mailto:craigsw@ableinc.com">craigsw@ableinc.com</a>		2/3/2006		
	STC		2/9/2006		
	Able Info is sister				
	Company				

*Dr. T.J. Todd*  
02-13-06 P12:20 IN

8	XO Communications	1/26/2006	1/26/2006		Requested via email - based on
	Jeffrey Barnes	1:07 p.m.	2/2/2006		instructions in the E-Rate Form 470
	<a href="mailto:jeff.barnes@xo.com">jeff.barnes@xo.com</a>		2/3/2006		
			2/9/2006		

9	Sunesys	1/31/2006	1/31/2006		Requested via email - based on
	Thomas Ross	1:22 p.m.	2/2/2006		instructions in the E-Rate Form 470
	<a href="mailto:tross@sunesys.com">tross@sunesys.com</a>		2/3/2006		
			2/9/2006		

10	Netsian	2/2/2006	2/2/2006		Requested via email - based on
	Paul DeAlva	3:00 p.m.	2/3/2006		instructions in the E-Rate Form 470
	<a href="mailto:paul.dealva@netsian.net">paul.dealva@netsian.net</a>		2/9/2006	2/3/2006	Responded with information that
					they will not be responding to bid.
					I asked for a No Bid document to
					be submitted.

## **EXHIBIT J**

**MUSD 06-020 E-RATE WAN**  
**WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

TOTALS

SUBMITTED BY

Dan Hunt

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	Trillion Strategic Tech Comm	2400 1832
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE	Trillion STC	1320 785
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE	Trillion STC	693 588
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE	Trillion STC	740 355
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE	Trillion STC	775 765
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE	Trillion STC	790 655
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE	Trillion STC	700 608

**MUSD 06-020 E-RATE WAN**  
**WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

MARIANNE SPEER

SUBMITTED BY

CONTERNA

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	NON RESPONSIBLE TO VOICE REQUIREMENT ON RFP	0
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE		1
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE		
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE		
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE		
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE		
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE		



**MUSD 06-020 E-RATE WAN**  
**WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

PAUL TRIGILI

SUBMITTED BY

CONTERA

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	Non Responsive To Voice Portion of RFP-	0
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE		
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE		
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE		
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE		
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE		
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE		

# MUSD 06-020 E-RATE WAN

## WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

James Webb

SUBMITTED BY

Conterra

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	Bid doesn't include a voice component - RFP is not complete	NOT Responsive
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE		
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE		
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE		
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE		
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE		
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE		

# MUSD 06-020 E-RATE WAN

## WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

Charlie W. HASTINGS II

SUBMITTED BY

Centerra

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	<i>not responsible for voice portion of RFP</i>	
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE		
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE		
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE		
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE		
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE		
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE		

# MUSD 06-020 E-RATE WAN

## WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

THOMAS R. PAYNE

SUBMITTED BY

CONTERICA

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE  300 POINTS AVAILABLE	Non responsive to voice portion of RFP.	
SERVICE LEVEL AGREEMENT  200 POINTS AVAILABLE		
EXAMPLE PROJECT  100 POINTS AVAILABLE		
CUSTOMER REFERENCES  100 POINTS AVAILABLE		
VENDOR SUMMARY  100 POINTS AVAILABLE		
E-RATE CLAUSES  100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION  100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN**  
**WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER Dan Hunt

SUBMITTED BY Conterra

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	Not responsible for meeting priority 1 voice service in RFP	
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE		
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE		
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE		
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE		
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE		
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE		

# MUSD 06-020 E-RATE WAN

## WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

JACK BULLARD

SUBMITTED BY

CONTERRA

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	NON-RESPONSIVE TO RFP REQUEST FOR Voice Requirement	0
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE		
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE		
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE		
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE		
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE		
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE		

# MUSD 06-020 E-RATE WAN

## WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

CRAIG S. RENDALL

SUBMITTED BY

COUTERRA

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE		
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT		
200 POINTS AVAILABLE		
EXAMPLE PROJECT		
100 POINTS AVAILABLE		
CUSTOMER REFERENCES		
100 POINTS AVAILABLE		
VENDOR SUMMARY		
100 POINTS AVAILABLE		
E-RATE CLAUSES		
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION		
100 POINTS AVAILABLE		

*NO VOICE SERVICE*

*NO GSP SERVICES?*

*NOT RESPONSIVE TO RFP*

*Agreement*

# MUSD 06-020 E-RATE WAN

## WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER MARIANNE SPEER

SUBMITTED BY PWEST

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	NON RESPONSIBLE TO PRIORITY ONE E-RATE REQUIREMENT  NO QOS	0
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE		
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE		
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE		
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE		
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE		
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE		



# MUSD 06-020 E-RATE WAN

## WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

PAUL TRIGILI

SUBMITTED BY

Q West

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	Does NOT provide Priority 1 E-rate- NO P.O.S. Non-Responsible	0
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE		
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE		
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE		
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE		
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE		
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE		

# MUSD 06-020 E-RATE WAN

## WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

James Webb

SUBMITTED BY

QWest

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>	<i>No guaranteed QoS Currently no priority / e-rate</i>	<i>Not responsible</i>
300 POINTS AVAILABLE		
<b>SERVICE LEVEL AGREEMENT</b>		
200 POINTS AVAILABLE		
<b>EXAMPLE PROJECT</b>		
100 POINTS AVAILABLE		
<b>CUSTOMER REFERENCES</b>		
100 POINTS AVAILABLE		
<b>VENDOR SUMMARY</b>		
100 POINTS AVAILABLE		
<b>E-RATE CLAUSES</b>		
100 POINTS AVAILABLE		
<b>SCALABILITY OF SOLUTION</b>		
100 POINTS AVAILABLE		

# MUSD 06-020 E-RATE WAN

## WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

Charlie W. Hastings II

SUBMITTED BY

Qwest

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	<i>Not responsible in meeting Priority 1 services through E-rate: No S.O.S until End of Quarter 3 2006</i>	
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE		
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE		
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE		
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE		
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE		
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN**  
**WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

THOMAS R. PAYNE

SUBMITTED BY

QWEST

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	DO NOT MEET PRIORITY 1 FOR E RATE.	
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE	NO QUALITY OF SERVICE	
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE		
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE		
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE		
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE		
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE		

# MUSD 06-020 E-RATE WAN

## WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

Don Hunt

SUBMITTED BY

Quint

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	Not responsible for meeting Priority 1 phone service option of RFP. QoS also not presently available. Jim Sanchez told me in a phone conversation on 2/14/06 that none of the 3 options they presented was for sure priority 1 erate eligible.	
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE		
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE		
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE		
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE		
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE		
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE		

# MUSD 06-020 E-RATE WAN

## WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

JACK BULLARD

SUBMITTED BY

QWEST

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	NON-RESPONSIVE TO RFP REQUEST FOR PRIORITY 1 E-RATE	0
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE		
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE		
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE		
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE		
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE	NO QAS.	0
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE		

# MUSD 06-020 E-RATE WAN

## WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

CRAIG S. RENDAHN

SUBMITTED BY

QUEST

SECTION	DESCRIPTION	(E-RATE) POINTS AWARDED
TOTAL PRICE		
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT		
200 POINTS AVAILABLE		
EXAMPLE PROJECT		
100 POINTS AVAILABLE		
CUSTOMER REFERENCES		
100 POINTS AVAILABLE		
VENDOR SUMMARY		
100 POINTS AVAILABLE		
E-RATE CLAUSES		
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION		
100 POINTS AVAILABLE		

NO PROPOSED 1  
QOS

NO PHONE

NO

not responsive to REP

agreements

# MUSD 06-020 E-RATE WAN

## WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

MARIANNE SPEER

SUBMITTED BY

STC

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	<i>BASED ON RFP EQUATION</i>	
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE	<i>4-HR TRAVEL TIME TO PIMA CO.</i>	<i>229</i>
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE	<i>WELL LAID OUT</i>	<i>100</i>
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE	<i>2 REFERENCES</i>	<i>50</i>
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE	<i>MET REQUIREMENTS IN RFP</i>	<i>100</i>
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE	<i>WELL EXPLAINED</i>	<i>100</i>
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE	<i>SHOWED SCALABILITY, BUT NO REDUNDANCY INDICATED</i>	<i>80</i>

*759*



**MUSD 06-020 E-RATE WAN**  
**WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

PAUL TRIGILI

SUBMITTED BY

STC

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE	Based on RFP Equation	229
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT	4 hr Response	75
200 POINTS AVAILABLE		
EXAMPLE PROJECT	Good Project - HARD TO UNDERSTAND	75
100 POINTS AVAILABLE		
CUSTOMER REFERENCES	Did Not Provide 4 AS Request only 2	50
100 POINTS AVAILABLE		
VENDOR SUMMARY	Good	100
100 POINTS AVAILABLE		
E-RATE CLAUSES	STATES IN BUSINESS SINCE 1999 - BUT STATES HAS BEEN WORKING W- E-RATE FOR 9 YEARS -	75
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION		100
100 POINTS AVAILABLE		

TOTAL = 704

# MUSD 06-020 E-RATE WAN

## WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER James Weems

SUBMITTED BY STE

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b> <small>300 POINTS AVAILABLE</small>	Cost 53,945.52 RFP	229
<b>SERVICE LEVEL AGREEMENT</b> <small>200 POINTS AVAILABLE</small>	4hr travel to pina center	100
<b>EXAMPLE PROJECT</b> <small>100 POINTS AVAILABLE</small>	good examples	100
<b>CUSTOMER REFERENCES</b> <small>100 POINTS AVAILABLE</small>	2 references	50
<b>VENDOR SUMMARY</b> <small>100 POINTS AVAILABLE</small>	Complete	100
<b>E-RATE CLAUSES</b> <small>100 POINTS AVAILABLE</small>	Complete	100
<b>SCALABILITY OF SOLUTION</b> <small>100 POINTS AVAILABLE</small>	Good Scalability	95

774 total points

**MUSD 06-020 E-RATE WAN**  
**WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER Charlie W. Hastings II  
 SUBMITTED BY STC

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	Based on RFP scoring matrix	229
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE	Phone response .33 Live test .50 on site 2h 4 hr travel time	140
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE	Present, well laid out and very understandable	80
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE	Had 2 actual references with 2 additional contacts @ 1 per location	75
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE	Fair = Brief overview of company	85
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE	2+ years of experience / with help with apps	90
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE	upgraded with 20 non 80 dg 20 without construction 50 with construction	80

Total 779

**MUSD 06-020 E-RATE WAN**  
**WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

THOMAS R. PAYNE

SUBMITTED BY

STC

SECTION	DESCRIPTION	POINTS AWARDED
<b>TOTAL PRICE</b>  300 POINTS AVAILABLE	<b>BASED ON RFP EQUATIONS</b>	<b>229</b>
<b>SERVICE LEVEL AGREEMENT</b>  200 POINTS AVAILABLE	<b>4 HOUR TRAVEL TO PIMA COUNTY</b>	<b>100</b>
<b>EXAMPLE PROJECT</b>  100 POINTS AVAILABLE	<b>GOOD DETAIL</b>	<b>100</b>
<b>CUSTOMER REFERENCES</b>  100 POINTS AVAILABLE	<b>PROVIDED ONLY 2 SCHOOL DISTRICTS AS REFERENCES</b>	<b>Ø</b>
<b>VENDOR SUMMARY</b>  100 POINTS AVAILABLE		<b>100</b>
<b>E-RATE CLAUSES</b>  100 POINTS AVAILABLE		<b>100</b>
<b>SCALABILITY OF SOLUTION</b>  100 POINTS AVAILABLE	<b>LIMITED SCALABILITY</b>	<b>50</b>

679